

Message Text

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ACTION SS-15

INFO OCT-01 AF-06 ISO-00 MC-02 AID-05 ACDA-05 DODE-00

EB-07 NRC-05 NSAE-00 TRSE-00 ERDA-05 CIAE-00 COME-00

PM-04 NSC-05 SP-02 INR-07 PA-01 USIA-06 PRS-01 /077 W

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R 131500/Z NOV 75

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 5273

C O N F I D E N T I A L KINSHASA 9919

E.XO. 11652: GDS

TAGS: MASS

SUBJ: MUNITIONS CONTROL AND AGENTS FEES

REF: STATE 255260

1. US MILITARY MISSION AND EMBASSY CONCUR IN OPINION THAT POLICIES STATED IN REFTEL WILL HAVE LITTLE EFFECT ON COMPETITIVE POSITION OF US INDUSTRY IN ZAIRE FOR THE FOLLOWING REASONS:

A. ZAIRIAN MILITARY HAS LONG REGARDED ZAMISH AS ITS AGENT/ADVISER/ POINT OF COORDINATION ON US EQUIPMENT OF A MILITARY NATURE.

THIS, COUPLED WITH THE VIRTUAL INACCESSABILITY OF ZAIRIAN MILITARY DECISION-MAKERS, SEVERELY LIMITS THE ROLE THAT AGENTS CAN PLAY./

B. THE RELATIVELY SMALL VOLUME OF MILITARY SALES TO THE ZAIRIAN DEPT OF DEFENSE HAS NOT LENT ITSELF TO AN INTENSE USE OF AGENTS BY US COMMERCIAL FIRMS TO DATE.

C. ZAIRIAN MILITARY HAS HAD A STRONG PROPENSITY IN THE PAST TO FAVOR GOVERNMENT-TO-GOVERNMENT SALES INSTEAD OF DEALING WITH COMM-

ERCIAL FIRMS. THIS FURTHER CUTS DOWN ON THE IMPACT OF AGENTS IN ZAIRE AND FROM EVERY INDICATION IT APPEARS THAT THIS TREND WILL CONTINUE FOR THE FORESEEABLE FUTURE.

2. ONLY KNOWN CASE OF A US COMMERCIAL FIRM USING AN AGENT TO ASSIST IN THE MILITARY ARENA DURING THE PAST FOUR YEARS ENDED WITH THE AGENT HIMSELF APPROACHING ZAMISH BECAUSE OF HIS INABILITY TO OBTAIN INFORMATION FROM OR ESTABLISH CONTACT WITH THE ZAIRIAN
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DEPARTMENT OF DEFENSE.
WALFER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

Message Attributes

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